

CONTRACT



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

And:

Waterfront Strategies
1010 Wisconsin Avenue
Washington, DC 20007

<u>Contract / Revision</u> 810985 /		<u>Alt Order #</u> 06288084
<u>Product</u> SENATE MAJORITY PAC		
<u>Contract Dates</u> 08/21/12 - 08/31/12		<u>Estimate #</u> 1639
<u>Advertiser</u> Senate Majority PAC		<u>Original Date / Revision</u> 08/20/12 / 08/20/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WOIO	<u>Account Executive</u> Teresa Difuria	<u>Sales Office</u> Telerep-Philade
<u>Special Handling</u>		
<u>Demographic</u> Adults 25-54		
<u>IDB#</u>	<u>Advertiser Code</u> 94	<u>Product Code</u> 100
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
N 1	WOIO	08/21/12	08/24/12	Let's Make A Deal	10-11a		:30			NM	4	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/21/12	08/27/12	- TWTF - -				4	\$500.00			
N 2	WOIO	08/21/12	08/24/12	Action News at 11p	11-1135p		:30			NM	4	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/21/12	08/27/12	- TWTF - -				4	\$1,000.00			
N 3	WOIO	08/21/12	08/24/12	Price is Right	11a-12p		:30			NM	4	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/21/12	08/27/12	- TWTF - -				4	\$525.00			
N 4	WOIO	08/21/12	08/24/12	CBS Soaps	1230-2p		:30			NM	4	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/21/12	08/27/12	- TWTF - -				4	\$600.00			
N 5	WOIO	08/21/12	08/24/12	Action News at Noon	12-1230p		:30			NM	4	\$1,900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/21/12	08/27/12	- TWTF - -				4	\$475.00			
N 6	WOIO	08/21/12	08/27/12	The Talk	2-3p		:30			NM	2	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/21/12	08/27/12	MTWTF - -				2	\$450.00			
N 7	WOIO	08/21/12	08/27/12	Anderson	3-4p		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/21/12	08/27/12	MTWTF - -				2	\$250.00			
N 8	WOIO	08/21/12	08/27/12	Action News at 4p	4-5p		:30			NM	2	\$1,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/21/12	08/27/12	MTWTF - -				2	\$650.00			
N 9	WOIO	08/21/12	08/27/12	Action News at 6p	6-630p		:30			NM	3	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/21/12	08/27/12	MTWTF - -				3	\$700.00			
N 10	WOIO	08/21/12	08/27/12	The Insider	7-730p		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/21/12	08/27/12	MTWTF - -				1	\$500.00			
N 11	WOIO	08/21/12	08/27/12	Inside Edition	730-8p		:30			NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

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<u>Contract / Revision</u> 810985 /		<u>Alt Order #</u> 06288084
<u>Contract Dates</u> 08/21/12 - 08/31/12	<u>Product</u> SENATE MAJORITY PAC	<u>Estimate #</u> 1639
<u>Advertiser</u> Senate Majority PAC		<u>Original Date / Revision</u> 08/20/12 / 08/20/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals	
											Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/21/12	08/27/12	MTWTF--				2	\$500.00			
N 12	WOIO	08/26/12	08/26/12	CBS Sunday Morning	9-1030a		:30			NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	-----1				1	\$450.00			
N 13	WOIO	08/23/12	08/23/12	Thur Hour 3	10-11p		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	---1---				1	\$3,000.00			
N 14	WOIO	08/23/12	08/23/12	Thur Hour 2	9-10P		:30			NM	1	\$4,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	---1---				1	\$4,750.00			
N 15	WOIO	08/28/12	08/28/12	Tue Hour 1	8-9P		:30			NM	1	\$3,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-1-----				1	\$3,500.00			
N 16	WOIO	08/21/12	08/21/12	Tue Hour 2	9-10P		:30			NM	1	\$3,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	-1-----				1	\$3,250.00			
N 17	WOIO	08/28/12	08/30/12	Let's Make A Deal	10-11a		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWT---				1	\$500.00			
N 18	WOIO	08/28/12	08/30/12	Action News at 11p	11-1135p		:30			NM	3	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWT---				3	\$1,000.00			
N 19	WOIO	08/28/12	08/30/12	Price is Right	11a-12p		:30			NM	1	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWT---				1	\$525.00			
N 20	WOIO	08/28/12	08/30/12	CBS Soaps	1230-2p		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWT---				1	\$600.00			
N 21	WOIO	08/28/12	08/30/12	Action News at Noon	12-1230p		:30			NM	1	\$475.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWT---				1	\$475.00			
N 22	WOIO	08/28/12	08/30/12	The Nate Berkus Show	3-4p		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWT---				2	\$250.00			
N 23	WOIO	08/28/12	08/30/12	Action News at 6p	6-630p		:30			NM	3	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWT---				3	\$700.00			
N 24	WOIO	08/28/12	08/30/12	The Insider	7-730p		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWT---				1	\$500.00			
N 25	WOIO	08/28/12	08/30/12	Inside Edition	730-8p		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWT---				1	\$500.00			
N 26	WOIO	08/27/12	08/27/12	Let's Make A Deal	10-11a		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	M-----				1	\$500.00			
N 27	WOIO	08/27/12	08/27/12	Action News at 11p	11-1135p		:30			NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	M-----				1	\$1,000.00			

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											Spots	Amount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
N 28	WOIO	08/27/12	08/27/12	Price is Right	11a-12p		:30			NM	1	\$525.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/27/12	09/02/12	M-----				1	\$525.00				
N 29	WOIO	08/27/12	08/27/12	CBS Soaps	1230-2p		:30			NM	1	\$600.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/21/12	08/27/12	M-----				1	\$600.00				
N 30	WOIO	08/27/12	08/27/12	Action News at Noon	12-1230p		:30			NM	1	\$475.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/27/12	09/02/12	M-----				1	\$475.00				
Totals											56	\$45,450.00	

Time Period	# of Spots	Gross Amount	Net Amount
07/30/12 - 08/26/12	32	\$28,050.00	\$23,842.50
08/27/12 - 08/30/12	24	\$17,400.00	\$14,790.00
Totals	56	\$45,450.00	\$38,632.50

Signature: _____ **Date:** _____

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